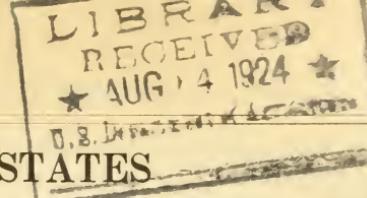


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UNITED STATES DEPARTMENT OF AGRICULTURE

DEPARTMENT CIRCULAR 314

Washington, D. C.

Issued June, 1924

HOME DEMONSTRATION WORK, 1922.

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INTRODUCTION.

"It is realized that the great force which readjusts the world originates in the home. Home conditions will ultimately mold the man's life. The home eventually controls the viewpoint of man; and you may do all that you are a mind to do in schools, but unless you reach in and get hold of that home and change its conditions you are nullifying the uplift of the school. We are reaching for the home. The matter of paramount importance in the world is the readjustment of the home. It is the greatest problem with which we have to deal, because it is the most delicate and most difficult of all problems."—Seaman A. Knapp.

In reviewing the home demonstration reports of 1922, one is impressed by the active part taken by farm women in the extension program.

During 1922 farm women to the number of 251,295 acted as demonstrators of better practices in home making; and through their efforts, as demonstrators and local leaders, 674,248 other farm people were influenced to improve their methods in home making, making a total for the year of almost a million instances of improvement in farm-home practice. Nearly 25,000 farm women met in small groups as appointed representatives of their respective communities and received from extension agents or specialists definite training in better practices in home making. This training was given to them in order

that they might in turn train other groups in their local communities who desired like information.

Home demonstration work in 1922 made a great contribution to extension education in the quality as well as the quantity of results which these local women achieved in extending information. Their efforts have made farm homes more enjoyable, more beautiful, and more efficient, aroused among farm people a general consciousness of the satisfactions of country life, and made of the farm community a place where farm families may find recreation and companionship and in which they may have a sense of pride.

In addition to this constructive contribution to the development of the adult womanhood of the open country, 170,000 rural girls were



FIG. 1.—Farm woman and her daughter planning the rearrangement of their kitchen. As a means of inducing a more economic use of time and energy on the part of farm women and girls, kitchen-improvement contests were featured in a number of States. Home demonstration agents reported improved arrangements in 10,138 kitchens.

taught practices and principles of desirable home making through home demonstration work. The contribution made by these girls to a better farm life, and the desirable attitude toward country life developed in them, can scarcely be overestimated as a factor in stabilizing future rural life (fig. 1).

Farm women and girls have worked to solve the problems connected with the supplying of basic necessities—food, clothing, and shelter, and with increasing the income through poultry, garden, and home industries. In addition, they have given attention to developing beautiful surroundings, indoors and out; to finding, and constructively using, a sufficient amount of leisure; and to building up the community through activities connected with better schools, Sunday schools, community centers, recreation, and the like.

During the year 102 new home demonstration agents were added and 18 were lost, largely from economic stress, making a total gain of 84 agents.

Home demonstration work in 1922 is a worthy record of farm women and girls working tirelessly with the extension staff with high vision of a better home and country life. It would seem that the year has done much toward fulfilling the ideal which Dr. Seaman A. Knapp and Hon. A. F. Lever had for the work and of what it might do for rural life. In addition, the work during 1922 gave increasing evidence of the soundness and logic of the principle of the demonstration method of teaching better practices in agriculture and home economics.

The following tables indicate the scope of work as to breadth and variety of subject matter undertaken in programs of work, number of States and counties undertaking the various projects, number of demonstrations completed, and the number of improved practices resulting.

Demonstrations and improved practices, as reported by home demonstration agents in 48 States in 1922.

Line of work.	Demonstrations started.		Demonstrations completed.	Total number of improved practices reported.
	Number of States.	Number of counties.		
Food production:				
Gardening	25	429	26,647	84,270
Orchard and grove	14	178	4,815	14,516
Vineyard and small fruit	14	207	4,784	18,355
Flowers	14	260	10,021	31,263
Poultry—chickens	37	549	24,105	92,376
Poultry—turkeys, ducks, guineas, and geese	14	198	2,295	-----
Dairying	25	329	11,470	36,185
Squabs, rabbits, fishponds, and bees	12	68	448	-----
Unclassified	7	12	267	-----
Food preservation:				
Canning	44	598	38,685	159,983
Drying	23	335	9,514	39,543
Brining	18	260	6,571	20,123
Storing	18	131	5,909	17,334
Meat work	15	326	11,851	44,453
Unclassified	14	31	2,202	-----
Nutrition				168,736
Food selection	28	89	2,744	-----
Food preparation	14	270	12,982	-----
School lunches	30	103	2,383	-----
Child feeding	23	46	1,245	-----
Milk feeding	19	41	1,750	-----
Unclassified	20	56	2,014	-----
Health				11,325
Child care	17	26	261	-----
Home nursing	17	32	654	-----
Sanitation	10	18	415	-----
Unclassified	8	9	292	-----
Clothing and textiles				142,511
Selection	20	42	1,690	-----
Garment making	28	87	6,282	-----
Renovating	24	41	749	-----
Millinery	31	106	7,820	-----
Dress forms	31	132	13,495	-----
Unclassified	35	411	20,153	-----
Home management and furnishings				44,570
Accounts	21	55	1,319	-----
Equipment	24	77	1,346	-----
Methods	16	23	293	-----
House and lawn	29	361	11,043	-----
Building and remodeling	20	40	139	-----
Decorating and furnishing	26	54	775	-----
Unclassified	22	35	1,165	-----
Community activities				702
Total				251,295 925,543

Work for farm homes in counties without home demonstration agents reported by county agricultural agents cooperating with State home economics specialists.

Project.	Number of States reporting.	Number of counties reporting.	Number of demonstrations completed.
Clothing.....	28	414	10,499
Food preservation.....	25	199	2,236
Home gardens.....	23	62	542
Home-ground improvement.....	25	78	350
Hot school lunch.....	18	123	583
Home water systems.....	19	66	170
Labor-saving machinery.....	23	94	976
Milk for children.....	21	57	668
Septic tanks.....	24	118	253
Other farm demonstrations.....	21	97	969
Miscellaneous.....	14	254	939

Water systems planned and installed.....	2,447
Sewage-disposal systems planned and installed.....	2,107
Lighting systems planned and installed.....	5,883
Farm homes constructed or remodeled according to plans furnished.....	10,063
Home grounds improved according to plans furnished.....	17,737
Homes modifying practice relative to gardening.....	58,575

GROWTH OF WORK.

The first tomato club for girls was started in Aiken County, S. C., in 1910, yet the changes since made in hundreds of thousands of rural homes and lives through home demonstration work read like a record of magic.

The following table indicates the growth of home demonstration work from its inception in 1910, through the period of the war-emergency appropriations, to and including 1922 with its fundamental and conservative program for bettering rural life:

Number of counties with home demonstration agents, 1910-1922.

Year.	Counties.	Year.	Counties.	Year.	Counties.
1910.....	4	1915.....	350	1920.....	858
1911.....	21	1916.....	430	1921.....	783
1912.....	149	1917.....	544	1922.....	911
1913.....	199	1918.....	1,890		
1914.....	279	1919.....	1,299		

FINANCIAL SUPPORT.

The financial support for this work was originally given by the General Education Board of the Rockefeller Foundation, and it was not until the passage of the Smith-Lever Act in 1914 that public funds were made available for home demonstration work. The high caliber of work and workers of the period when the General Education Board supported home demonstration work was responsible in a large measure for the special provision for this work in the Smith-Lever Act.

The following table illustrates the financial support which has been given to the work to date:

Total allotment of funds, from all sources, for work of home demonstration agents and home economics specialists, 1910-1922.

Year.	Home demonstration work.	Home economics specialists' work.	Year.	Home demonstration work.	Home economics specialists' work.
1910-11	\$5,000.00		1917-18	\$2,226,228.00	
1911-12	39,939.77		1918-19	2,889,210.00	
1912-13	61,628.69		1919-20	2,177,024.00	\$538,887.00
1913-14	131,574.29		1920-21	2,388,473.00	386,979.00
1914-15	319,823.00		1921-22	2,980,741.00	300,147.00
1915-16	519,867.00		1922-23	3,012,303.00	332,415.00
1916-17	741,680.00				

RESPONSIBILITIES OF THE HOME DEMONSTRATION AGENT.

The county home demonstration agent contributes through educational methods to the progress of the rural people of the county in which she is working along lines affecting the home. Practically no limitations have been placed as to the manner of developing the work, thus leaving to agents every opportunity for expressing their ingenuity and resourcefulness, as well as their ability to cooperate with individuals and organizations.

The home demonstration agent must have discriminating judgment as to what problems to undertake in the initial stages of the work. She must be able to discern what potential leadership is available, and what resources may be used in solving home problems. Finally, she must be able to arouse the interest of busy farm people in participating in extension work as demonstrators of improved methods of home making.

The home demonstration agent must be able to meet the people on the basis of their interests and experiences and gradually give them a vision of the farm home that may become the average farm home of the community.

Thus it will be seen that the home demonstration agent is logically a woman with maturity of judgment and experience, with training of the broadest and most fundamental character. Most of the States now require for home demonstration work graduation, including home economics training, from a four-year course in an accredited college or university. In every State the educational standard is rapidly rising, though there are still in the service some of the early pioneers in home demonstration work, not college graduates, who bring to it a wealth of vision, experience, and judgment.

EXTENSION METHODS.

METHODS OF ORGANIZATION.

On January 1, 1922, there were 789 home demonstration agents giving service in 901 counties and 10 cities in 48 States. These agents were rendering service largely through the medium of organized groups, the form of organization of the groups differing from State to State.

During 1922, no basic change was made in the majority of States in the type of organization which had been found valuable in rendering service to a large number of people. In a limited number of States, where but few county home demonstration agents were available, and in which it was decided that greater service must be given to the homes in counties without home demonstration agents, some changes were made in order that these farm homes might be served.

In some States the women and girls were organized separately from the men and boys. In others the women were organized into one group, men into another, and boys and girls into still another group. In a third type of organization, the families of a community met, men and women together, to discuss farm, home, and community needs, and to plan the part that adults and juniors, assisted by the extension staff, might take in solving the outstanding problems common to the majority of families of the community. In some States the groups met at regular intervals; in others, only as the needs of the projects undertaken demanded. In some States the program consisted of two or three projects to be carried throughout the year, and in other States a variety of projects, sometimes 10 or 12, were taken up on a seasonal basis throughout the year.

Thus, while there were slight differences in plans for engaging the active participation of the people, as well as in the method of selecting subject matter for presentation and the sequence in which it was presented, the following underlying principles in carrying out the work were common to all the States:

- (1) The home or community demonstration as the foundation upon which the work is based.
- (2) Active participation by local people in determining the local program of work.
- (3) Active leadership to a greater or lesser extent in spreading the influence of the demonstration.
- (4) The need of sound plans for cooperation with other organizations.
- (5) The need of adequate means of measurement of results.
- (6) The necessity of adequate publicity.

In most States the community has been accepted as a unit for a program of work. Much has been accomplished in getting the local people to cooperate with the home demonstration agents, in analyzing the home needs, and in planning a program of work for the year which would be limited in extent, yet meet the fundamental needs of the majority of the homes of the community.

In most States some type of county body was also developed. The nature of such bodies varied. In some States it was an advisory body to discuss with the agents any plans and policies for organization, finance, and program. In other States it served as an administrative body to determine policies only. In States where the latter type existed, an advisory council usually supplemented the executive committee in rendering general advisory assistance to the agent.

In some States the county committee acts as the county project committee in addition to its administrative duties. The county project leaders assume responsibility for leadership in the projects with which they are concerned, and aid in the development of the project, summarizing results obtained and reporting on the same at such meetings as may seem desirable.

The club type of organization is described in the report from Maryland, which reads:

All clubs are organized with a president, vice president, secretary, and treasurer. Committees are appointed as the need arises. Each club has a parliamentarian. All meetings are conducted in business form. Every club has its constitution and by-laws, and these are closely adhered to. The clubs are known as "rural women's clubs" or "home demonstration clubs." This gives them their own identity. Most of these clubs meet twice a month. The meetings take place in the homes, when there is no club room or public meeting place available. The members of the club select the lines of work to be undertaken, and the leaders determine the goals. One of the essential factors in the development of the club program is a leader for each line of work. These leaders should be selected by the club members, and are trained in leader schools, the training being given to them by the specialists or the home demonstration agent or both. The county organization is on the same plan as the individual club. It has its staff of officers, committees, and program of work.

Typical of the type of organization where men and women plan separately for projects strictly agricultural and home economic and hold joint meetings for planning the program for projects of civic nature is the following method of organization described in the report from New York:

The members in each community are organized into a unit. Each unit has its officers, project leaders, and such committees as are needed. Within the county, an executive committee of seven to nine members has direction of the work. This executive committee meets each month in most counties and is charged with the following duties in cooperation with the State leaders: (1) Making up the county budget, and securing appropriations, (2) engaging a county home demonstration agent, (3) assuming responsibility for membership, (4) auditing and approving all expenditures, (5) making the final decision on the county program, and (6) giving direction to the program and the work of the agent. The county farm and home bureau association is governed by a board of directors made up usually of the 7 women comprising the home-department executive committee, 7 men who constitute the farm-department executive committee, and a fifteenth person named by the county board of supervisors or elected by the 14 previously chosen. This board of directors meets annually to confer on the budget for the departments and holds such other meetings during the year as are necessary for the promotion of joint projects to be undertaken by farm and home departments. The supplementary advisory council consists of the community officers and project leaders of the county, and its function is to formulate the program for the county in cooperation with the college.

Illustrative of the family type of organization is the method described in the report from Iowa, which says:

No radical changes in organization have been made. The supreme effort has been to unify the organization as far as possible. The township, usually consisting of nine school districts, is accepted as the unit of organization. The average school district has a population of 12 farm families, or a total of 108 families in the township. The organization has for its aim the socialization of the 108 families. The best leader in the township is selected as project leader by the people of that township, but by herself she can not reach 108 families as they should be reached. Therefore, each community must have the best woman in that group as leader.

Each of these cooperators is the chairman of her own little community and is also part of the group of 10 women who constitute the township committee of the farm women. These women look upon this work in the township as a 10-cylinder job, and for that reason meet frequently as a committee. They study the progress of work in the township and make plans for future work. This committee of 10 farm women is elected at a joint meeting of men and women. The project leader automatically becomes the vice president of the township committee. The men and women of the township also elect a secretary, who may be either a man or a woman, and they elect a man as cooperator for each school district. The township committee includes 18 men and women as

cooperators, and 3 officers. The 21 persons working together are responsible for all farm, home, and community projects in the townships.

In the county, 16 township project leaders are elected by the people of their townships, and one woman is elected as county project leader. These 17 women, together with a county publicity chairman, make up the county committee of farm women, who help to plan and operate all project work. This committee may and does appoint special committees whose duties cover the supervision of certain projects, known as nutrition-project committees, girls'-club committee, and the like. The county project leader, in some counties, is elected as the vice president of the county farm bureau. She is, in nearly all cases, a member of the farm bureau executive board in the county.

In several States, organization of county units into State federations has been developed. Where the farm bureau is the legal organization for carrying on extension work, state-wide federation was effected coordinately with the State federation of the county farm bureaus. In New York, New Jersey, and North Carolina, which have separate organizations of men and women, State federation of the county units of women has been accomplished.

Home demonstration work was carried on: (1) In counties with resident home demonstration agents, (2) in counties partially supporting an intercounty home demonstration agent, and (3) in counties having no local home demonstration agent service. In the latter case, subject-matter assistance for the home was given directly to community groups of women and through training local leaders by subject-matter specialists.

In counties with home demonstration agents, there was no radical change in plans of work but there was a definite endeavor to develop greater efficiency not only in the type of service rendered but in the use of the agent's time and energy in order that a high quality of results might be secured. As a result, agents found more time for careful preparation for work and more opportunity for adequate personal development.

In several States, intercounty (or district) agents were employed as a means of indicating to local people what service could be rendered, and the greater aid which would be available if a resident agent were obtained.

Home demonstration work was carried on in a large number of counties without resident or intercounty demonstration agent service. Regarding this type of work the report from Mississippi says:

In counties without home demonstration agents the district agents and specialists give only such limited phases of the work as can be done without the direction of a resident county home demonstration agent. Where there are farm agents they cooperate. A county committee is formed to arrange for demonstrations, special campaigns, and to meet the board of supervisors to obtain appropriations for employing a county home demonstration agent. The agent may be obtained in a month or two, but sometimes it takes several years. This plan worked successfully in Scott and several counties where both farm and home demonstration work were established.

The report from North Dakota says:

Since experience has shown that the present financial situation in North Dakota would not permit of more than one extension agent in many counties of the State, we felt that this single agent should represent all phases of the work on the farms and in the homes, working with men, women, boys, and girls. We realized that to make this plan function it would be necessary for the leaders of the three lines of work to make detailed plans whereby State agents might assist the county agricultural agents in carrying on the work needed in their counties. This seemed particularly necessary for the women's work, as the extension agents first assigned to the counties would, in all proba-

bility, be men well equipped to carry on farm projects, but not so well prepared to assist in the work of the home, which is the distinct responsibility of the women and the boys and girls of the family.

The county extension agent represents us in the county and is responsible for making known to the women of his county the way in which they may have home demonstration work. He invites the women with the men to the community meetings where the program of extension work is to be determined, and the women's work is recognized as an integral part of the work. The extension agent arranges for meetings when some one from the State office staff can be present to assist in either demonstrations or organization meetings for the women of the county.

LOCAL LEADERSHIP IN THE EXTENSION PROGRAM.

In every State much responsibility was accepted by local people. The leaders developed were of varying types. In some States the leaders have assumed responsibility for notifying local people of the dates of meetings, have arranged for any necessary equipment, have served as general liaison officers between the agents and the people, and have acted as demonstrators of improved practices in home making. In other States the local leaders have accepted such responsibilities, and in addition have enlisted the active participation of other women and have assumed responsibility for securing records of practices adopted. A third type of leadership included not only the aforesigned responsibilities but those of acting as the recognized representative of a community or township to receive from the specialist or home demonstration agent training in subject matter, in methods of presenting the subject matter to others, and in securing records of results. A fourth type of leadership differed from the previous one in that the trained leader returned to her community as the community project leader and trained other women to become local leaders in the community, the community or project leader assuming responsibility for supervising the local leaders in their teaching and in securing records (fig. 2).

While it may seem to those inexperienced in the work that the farm woman is too busy for such responsibilities, those experienced in this type of leadership are unanimous in their comment that the method is as popular with the leaders as it is with the extension staff. The leaders appreciate what the training means in meeting their own home responsibilities, and enjoy the opportunity to come together with their neighbors in helpful counsel.

The purpose of local leadership is well expressed in the following from the report from Virginia:

As long as the county extension agent must work directly with community groups, the number of communities that can be served and the lines of work that can be carried on simultaneously are limited. Selection and training of qualified local leaders to carry on specific pieces of work in their own communities make it possible to reach all the people who desire help, and therefore multiply and accelerate the progress of extension work.

The New York nutrition specialist reports:

The nutrition project during the past year has demonstrated the following: Local leaders are effective in (1) convincing the people that adequate feeding is essential to sound development and health, through giving principles as well as practices of food selection, (2) in bringing about fundamental changes in individual, family, and community standards of food selection, and in the maintenance of them, (3) in developing a spirit of extension service among the persons they reach which spreads information and enthusiasm for

the project and which benefits persons who are not reached at the meetings, (4) in promoting community enterprises related to nutrition, such as nutrition instruction for school children, better-selected community meals, school lunches, and the local food supply, and (5) in convincing people that where the family lives largely on the products of the garden, a food-production budget is necessary to provide for an adequate food supply throughout the year.

In some States the same women continue year after year as local leaders, receiving the training in some additional phase of the project each year. In other States the responsibility is shifted from year to year, partly because of the amount of time involved and partly as a means of developing a larger number of leaders among the women of the community.



FIG. 2.—Local leaders discussing meal planning with a group of rural women. In 1922 the influence of home demonstration work was widely extended to farm women through the development of local leadership. Nearly 25,000 women met in small groups to be trained by extension agents or home economics specialists, and returned to their respective communities to act as volunteer leaders in passing on to others information as to physical standards desirable for all members of the family, feeding, clothing, and housing the family, and the economical use of time, energy, and income.

It is probable that, in many instances, leadership must be developed gradually, although in most counties where the agent planned systematically to develop leadership the women responded in a most encouraging manner. Frequently, the quality of leadership developed from the most unexpected sources, and the growth of these farm women from reticent members of the community to leaders in the progressive movements in bettering individual and community living is a most satisfying experience attested to by many agents who have developed the work by this local-leader method during the past two years. That the local women are, almost without exception, appreciative of the training given to them as leaders, and that they feel that they receive as much as they give in such service, is indicated again and again in agents' reports.

The following comments of local women give their viewpoint regarding local leadership:

Your excellent follow-up system has taken us out of the routine of our daily lives and given us something to give our fellows.

I believe extension work has done more for the women of our county than anything else could have done. We who receive the work first hand have appreciated it, and, in so far as we could, used it, and lived it, and have felt that it was a privilege as well as a duty to "pay back" by telling and showing others. Hence it has brought us in contact with new women all over the country, and has given us a wider scope of acquaintance in our rural communities, bringing town women and country women together as mothers and home makers and wiping out a great deal of that Hindulike class difference.

LOCAL LEADERSHIP IN COUNTIES WITHOUT HOME DEMONSTRATION AGENTS.

In counties without home demonstration agents the home projects were carried on by the State home economics specialists. The groups were organized by the county agricultural agent under the direction of the State home demonstration leader, and the training in subject-matter presentation and necessary records was given by the specialist in person. The follow-up work was done by the specialists, largely by correspondence. The correspondence, both to and from the county, passed through the office of the county agricultural agent, who in that way was kept informed of developments throughout the county.

There are but few records of the actual amount of time given by local leaders to project work, and the time must necessarily vary with the ability and interest of the leader and the stage of development of the project. One county in Washington reports that 24 women local leaders gave a total of 1,037 hours of time to volunteer training of others, making an average of 43 hours per leader.

CHOICE OF LEADERS.

While for several years in some States local leadership has been utilized as an effective means of spreading information regarding better practices, the point of view of extension workers regarding the type of person chosen as leader has materially changed.

In the early development of the work leaders were chosen chiefly on the basis of knowledge of the subject matter concerned; secondly, because of interest in the project; and thirdly, because of available time, and leadership ability. The present policy is to urge as the first qualification of the local leader, the ability to lead and the personality which makes others willing and glad to be led. The knowledge of subject matter concerned is of vital importance, but unless the native quality of successful leadership is in evidence, knowledge of subject matter information is of little value. On the other hand, the successful leader may be trained in the subject matter concerned, reenforced by the successful experience of the housewives of the community.

Another factor of great importance in local leadership is that the chosen leader shall be sufficiently of one mind with the persons to be taught so that she will understand and appreciate their viewpoint. She can then lead them gradually to more advanced understanding of the subject matter in hand without losing interest or patience, and without having discouragement or apathy develop on the part of the people to be taught.

CORRELATING FARM AND HOME WORK.

That there is a definite tendency toward closely relating and in some States unifying the farm and home work in a county is indicated by the following quotation from the report from Alabama, which reads:

County agricultural and home economics agents in Alabama are working closely and cooperatively. Their plans of work have not yet included community programs as such, but they have worked together on community fairs and all community and county projects. All extension agents realize the value and necessity of having a home-economics and an agricultural agent in each county. In those counties which have a home demonstration agent, but not an agricultural agent, the home demonstration agent has worked strenuously to secure appropriations for the support of the agricultural agent. Where no home demonstration agent was employed, the agricultural agent has made an effort to secure a home demonstration agent.

Further comment on this point is found in the report from California, as follows:

The value of having the work function through a uniform organization is less questioned, and the need of working through an organization with which the entire family may have a connection is appreciated. The principle that the program of home demonstration work is of interest to the entire family is accepted, and the designation of women's department is being less and less used.

METHODS OF PROGRAM PLANNING.

In 1922 programs of work were based on the realization of the existence of specific problems, and on the belief that improving certain practices would serve to eliminate or minimize those problems. Local conditions were discussed, the outstanding problems determined, and remedies decided upon for solving the problems. Remedies were frequently arrived at with the assistance of the subject-matter specialist from the college. The number and type of demonstrations, or other means of proving the value of the recommended practices, were determined; and also the means whereby the results of these demonstrations might be brought to the attention of a large majority of the people, so as to accomplish a maximum number of improved practices in the community and county. Thus, in many States, the programs for 1922 were much more simplified than those of previous years, when programs were frequently based only upon increasing the knowledge of the principles of good home making.

Extension workers realized more fully that improved practices may be learned by practically all the people, while principles may be appreciated by a far smaller number. In outlining programs of work, it was generally accepted that "better practices" must be a goal set for all, with such addition of information as to principles underlying the practice as the training and experience of the people in various groups might make feasible. The economic stress of the year influenced the programs of work, and those projects making a definite contribution to the improvement of economic conditions had a larger part than before in the programs of many States.

Some of the outstanding factors considered in organizing programs of work for 1922 were as follows:

- (1) Local participation in analyzing local conditions, and in determining the program of work.

- (2) The home demonstration as a basis of all home demonstration work.
- (3) Definite goals of accomplishment, and more goals accomplished.
- (4) Coordination of adult and junior effort in a common program for community betterment.
- (5) More local people assuming responsibility as local leaders of work undertaken.
- (6) A more limited amount of work undertaken per community.
- (7) More long-time programs of work.
- (8) More civics and recreation included in programs of work.

In planning programs of work, special effort was made to get at the real rather than the apparent solution of local problems. Suggestive of these efforts to get down to the fundamental problem, is the following example from a Kentucky report:

When planning a better-butter campaign, the agent in Muhlenberg County found that a water supply which needed to be improved was the first thing to attack. Only one woman of those interested had water in the house, and another woman had to carry her water three-quarters of a mile. As a result of a campaign for water in the home, several women had a simple water-supply system installed, including the woman who had to carry water three-quarters of a mile. We were then ready to attack the better-butter problem.

STUDIES OF CONDITIONS AS A SOUND BASIS FOR PROGRAM OF WORK.

Reviewing the many fundamental changes in types of agricultural production in the various sections of the United States during the last 50 years, and realizing the rapidly changing economic and social conditions of the present, State and county extension workers have been making fundamental studies of the probable effect of existent factors on future rural development. The agents have come to realize that before they can assist effectively in planning a local program of work they must be able to forecast probable farm and home conditions in the future and have in mind a long-time plan for the social, educational, and economic development of the rural life of the county, of which the program for the year ahead is essential.

During 1922, some fairly exhaustive studies of conditions were made of the needs and resources of individual counties, and with the data in hand, a number of long-time programs for the improvement of rural conditions in such counties were made.

There was, likewise, a conscious effort toward the better training and supervision of project leaders, toward more definite plans for the effective placing of demonstrations, toward getting more persons to adopt improved practices as the result of demonstrations, toward more and better publicity, and finally, toward more study of the effectiveness and permanence of results obtained.

Studies of conditions affecting particular fields of home demonstration work also were made in a number of States. For example, Utah undertook a survey of the fruit and vegetable supply available on the farms of that State. Such concrete analyses in new counties serve as a guide to sound programs of work for the agent undertaking such surveys, and as a permanent record for measuring progress made in bettering rural conditions. With the high rate of turnover of home demonstration agents, such information also serves as a guide to new agents undertaking work in the county.

The large percentage of completion of work undertaken has been outstanding in the home demonstration work of 1922. Montana reports:

It is rather gratifying to note that community programs were planned rather definitely and specifically the past year and did not include too much. As a result a much larger percentage of accomplishment is noted. Approximately 85 per cent of each community program planned has been carried through during the year. The method of organization in the counties depends largely upon the length of time the agent has been on the job. In most counties the development of a county program has resulted from the agent's own plan with the county executive committee, members of which were county project leaders. The county project leaders have not been of the greatest service in most of our counties because of the great distances.

COUNTY PROGRAMS OF WORK.

County programs of work were made in many States. In some counties these were made by summarizing the projects carried on in various communities, these projects being adopted by the majority of counties and automatically becoming the county program of work.

In other counties the county program was made by a committee representing the various communities and their needs. The committee cooperated with the home demonstration agent, representing the best judgment of the State agricultural college and the United States Department of Agriculture as to current and long-time needs. This committee determined upon the county program of work. The communities of the county then participated in this program, other projects being undertaken in the community without the home demonstration agent assuming any responsibility for them. This latter type of organization seems to be becoming necessary as a background for sound community program making, making possible county consciousness and a greater volume of evidence of the practical usefulness of home demonstration work.

COMMUNITY PROGRAMS OF WORK.

The type of community programs of work developed in 1922 is well illustrated in the report from Georgia, which reads:

In every county, community programs of work have been carried out, and over 750 well-organized communities have taken part in these programs. In practically every community program several phases of work have been carried on through a period of months, and the essential seasonal aspects of such activities have been emphasized. For instance, practically all programs included some productive work in gardening, poultry raising, or home dairying planned to meet the needs of the home and provide marketable commodities to increase the farm income.

TYPICAL COMMUNITY PROGRAM OF WORK IN GEORGIA.

- I. School.
 - (1) Nutrition-class work to be continued.
 - (2) All children in school to be given medical inspection.
 - (3) Grounds around building to be improved. Trees and shrubbery to be planted. Cement walks to be laid.
- II. Community life.
 - (1) Community get-together parties to be planned and carried out.
 - (2) To aid in getting all school children in school.
- III. Home improvement.
 - (1) To beautify the grounds around the home.
- IV. Household arts.
 - (1) To conduct millinery class with 8 members; 50 hats to be made.
 - (2) Homemaking dress forms to be made.
 - (3) Better breadmaking to be taught.

V. Poultry.

- (1) Standard-bred stock to be bought.
- (2) Standard-bred roosters to be obtained to improve home flock.
- (3) Caponizing demonstration to be given to encourage raising of capons for sale.

VI. Public and vacant lots to be cleaned and improved. Cemetery to be improved.

A typical county program for home demonstration work is found in that developed for Washington County, Vt., as part of the general program for farm and home improvement for the county.

Program of work, Washington County, Vt.

Project.	County leaders.	Com-munities.	Com-munity leaders.	Goal.	Results.
Clothing and millinery.	1	13	13	43 women to make own clothes; 94 women to make own hats; 10 women to study line and color; 17 women to make and use dress forms.	60 women made own clothes; 133 women made own hats; 10 women studied line and color; 22 women made and used dress forms.
Home nursing-----		4	4	54 women to become more efficient in taking care of the sick at home.	37 women became more efficient in taking care of the sick at home.
Nutrition-----	1	16	8	62 women to improve health in families; 8 miscellaneous demonstrations to arouse enthusiasm in nutrition work.	205 changed food habits.
Home management.	1	3	3	22 women to improve working conditions.	3 kitchens remodeled; 13 women improved working conditions.

LIMITING THE PROGRAM.

In many States there was a realization that the part of the program within the county for which the home demonstration agent is responsible as leader must be sufficiently limited to make possible sound preparation of subject matter and planning of methods used in necessary follow-up work. Through the plan of analysis of fundamental problems of the homes of a county by the State office, home demonstration agent, and local people, it usually developed that there were two or three outstanding needs in every community. Thus, while aiming to meet the fundamental needs in each community, the agent was able to guide the planning of the programs of a majority of the communities of the county, so that they were sufficiently similar to enable the agent to concentrate on a selected number of outstanding needs, and to render efficient, well-prepared service. As a result, at the end of the year, there was a far greater record of achievements than hitherto, along a few selected lines, and a corresponding increase in interest and enthusiasm for the work by those participating in carrying out the program. The concrete results thus obtained aroused more people to an appreciation of the practices recommended, and strengthened public opinion in favor of extension work.

Commenting on limiting the number of projects in a program, the Illinois report reads:

We feel that in a county which may contain from 15 to 20 organized communities, no adviser can do a good piece of work if every community is working on a different idea.

In New York the home demonstration agent is responsible for only one major project carried on in the county. If other major projects are undertaken, a well-qualified local woman must be secured who will be responsible for obtaining results.

In Iowa one county-wide project is urged for every county as a means of developing county consciousness. Eleven counties in the State carried on this type of project and put on county project exhibits at the State fair. In South Dakota only one project is carried on in each county.

In Illinois and Iowa a number of counties have a two- or three-year program under way which makes for continuity and real evi-



FIG. 3.—Good taste in home decoration, applied to club member's bedroom. In addition to their service to farm women, home demonstration agents assisted 170,000 girls in club work in counties where such service is not provided by club agents.

dence of accomplishment as well as reducing the time spent each year in program planning.

In many of the Southern States, programs are planned on a four-year basis. The seasonal recurrence of projects such as canning in the summer and gardening in the spring, continually adds to the information of the members of the home demonstration clubs.

JUNIOR CLUB WORK.

During the year, home demonstration agents, either directly or through the activities of local leaders trained by them, enrolled 289,541 girls in club work. Of these, 166,727 completed the demonstrations undertaken and passed on information gained by them to 221,357 other persons. (Fig. 3.)

The subject matter covered in the club work carried on by home demonstration agents was frequently the same as that carried on in

the adult work, but its manner of presentation was more elementary, since the adult woman's broader experience was a background for giving the work in a more advanced way.

The outstanding features of club work carried on by home demonstration agents during 1922 were the larger percentage of club members completing the work and the use of junior club members to demonstrate better practices of home making. The increase in number of clubs carried by home demonstration agents of Northern States was also noticeable.

In a number of Northern States the coordination of the adult and junior parts of the home program was emphasized in the program planning of the year. It was realized that the logical method to follow was to analyze the home problems of the community and then decide what part the adults and juniors should take in solving the problems. While it might be impossible to solve some problems by junior effort, it was found other problems could be delegated entirely to the juniors, while still other problems were best solved through the united effort of adults and juniors, uniting parents and children in common endeavor.

In some States the home demonstration agents worked directly with groups of girls; in others their efforts were confined largely to securing and training leaders for club work. For the latter purpose, training classes were held by the agent or specialist to help leaders in effectively carrying on the project work, in training teams, and in exhibiting results. In counties where there were special club agents, trained only in agriculture, the home demonstration agent trained and supervised the subject-matter work of the local leaders secured for clubs carrying on home economics activities.

The volume of club work carried on by home demonstration agents during 1922 follows:

Club work as reported by home demonstration agents in the 48 States.

Line of work.	States.	Counties.	Demons-trations com-pleted.	Others adopting practices as a re-sult of club work.
Gardening	20	427	22,335	36,576
Orchards, and groves	10	88	1,681	3,188
Vineyards, and small fruits	14	136	3,178	4,367
Poultry, chickens	28	429	19,667	32,972
Turkeys, ducks, and geese	13	411	411	1,011
Squabs, rabbits, fish, and bees	12	40	319	327
Canning	34	489	27,028	43,400
Drying	14	185	3,678	4,538
Brining	13	94	1,420	3,041
Storing	9	39	1,324	1,379
Meat work	11	43	1,095	1,322
Nutrition	34	423	22,370	29,292
Clothing	37	486	44,436	33,928
Houses, and lawns	14	180	6,525	7,178
Other activities	32	63	2,687	-----
Total	-----	-----	158,154	202,519

SIMPLIFYING THE SUBJECT MATTER.

Every State in its report appeared to realize that, although extension work has been under way for a number of years, the number of farm women adopting improved practices was less than was desired. With this in mind State specialists and county home demonstration agents endeavored to analyze the subject matter available and to determine what improved practices might be recommended with the probability of being generally adopted by the women. Several States based their whole home demonstration program on the improved practice which could be recommended, and eliminated all subject-matter instruction which could not be given in simple language to farm women who were untrained in the theory of nutrition and textiles. It was thought that from logical yet simple explanations of the practices recommended, the farm woman would not only follow the suggestions given but be able to pass on to her neighbors the information received by her. The presentation of such subject matter in simple language, and in terms of her experience, vitalized the suggestions made to her and inspired her to want to learn how to properly feed, clothe, and house members of her family, how to keep them well, and to care for them if they become ill.

DIVISION OF RESPONSIBILITY.

Much has been done in analyzing and defining the responsibilities of the various persons and groups concerned in carrying out a program of work. In most counties some simple plan has been written as a record of such responsibilities so that all concerned may have a copy and thus avoid oversight or misunderstanding as to such responsibilities.

The following Montana plan for carrying out a project, on the making and use of a diet and growth program, is suggestive:

PLAN OF WORK FOR COMMUNITY DIET, GROWTH, AND WEIGHT PROJECT.

Aim.—To interest children in being healthy, strong, and up to weight; to assist parents in giving the child the food the body needs; and to develop good food habits.

Work of community demonstrators.—Cooperate with children in stimulating their interest in gaining weight. See that the following rules in feeding are observed: (1) Measure 1 quart of milk separately for child and see that it is used in diet; (2) use vegetables other than potatoes every day; (3) have cereal (preferably whole grain) every morning for breakfast; (4) serve meals at regular times.

Work of project leaders.—Interview parents of children who are 7 per cent or more under weight to obtain their interest and cooperation in project. Report to county home demonstration agent the names of parents and children who wish to take part in project. Weigh and measure children at regular stated monthly periods. Record data on charts. Report progress to county home demonstration agent.

Work of extension agent.—Assist local people in analyzing needs. Direct and supervise all work in county regarding the project. Advise project leaders regarding arrangements for monthly weighing of children. Provide individual record charts as needed. Make monthly progress report to State office.

Work of specialist.—Provide plan for project. Furnish instructions in subject matter as needed.

Time.—June, July, and August.

GOALS.

In most States groups undertaking a program of work during the year set goals of accomplishment in terms of improved practices adopted or the number of people to be influenced to improve practices. Such goals have been set in many counties, and in some States the subject-matter specialists have set goals of achievement for the project from a state-wide standpoint over a period of years. In this way the specific objective sought is clearly defined and serves as an incentive to the spread of influence from demonstrations. The results obtained, when checked against the goal set by the agents and people, indicate what actual progress has been made.

METHODS OF EXTENSION TEACHING AND SPREAD OF INFLUENCE.

Methods of extension teaching are fundamentally the same whatever subject matter may be taught. The principles of teaching are equally applicable, whether the field of teaching be the public or private school, or college, or whether the classroom be that of the resident teacher, or the farms and farm homes of a county which are the classroom of the extension teacher.

During the past year, in several States, studies were begun relative to the effectiveness of the various media or devices for use in extension teaching, such as bulletins, exhibits, slides, motion pictures, debates, and slogans, through which extension agents are reaching large numbers of people. Studies, likewise, were made of the effectiveness of various means of contact, such as meetings (large versus small, general versus project group, county group versus community group), individual conferences, or fairs. Agents began to realize that just as there must be differentiation in the type of subject matter and the method of presentation for groups of children of different ages in the schoolroom, so in extension work careful consideration must be given to the psychology of varying adult as well as junior groups. Although the contribution made in 1922 to extension teaching in acquiring knowledge as to the efficiency of various methods was not conclusive, it was sufficient to indicate the importance of the comparative analysis of extension methods in planning further work and determining guiding principles of extension teaching.

Some of the methods demonstrated in extension teaching and some of the conclusions which may be drawn from the directly and indirectly expressed ideas of agents and State supervisors, follow.

DEMONSTRATIONS.

Reports of the work in 1922 stressed home and community demonstrations as fundamental to sound extension work. More prominence is being given to the selection of the number, kind, and placing of the demonstrations, and to getting the results of these demonstrations before large numbers of people in order to obtain the more general adoption of the practices recommended. In most States the demonstrations reported were based on simple practices recommended by home demonstration workers and included only those pieces of work of which records of the results of the new method as compared with the old were kept.

In the work, there was more careful differentiation between the terms "demonstrations" and "practices adopted." For example, short cuts in sewing, or an increased use of vegetables in the diet, were recognized as being properly reported under "practices adopted." Properly, only those practices which have a record definitely proving the superiority of the present practice over a previous one are demonstrations. Thus, the use of the foundation pattern indicating the number of garments which may be made from a single pattern, or the record of the improvement in health due to a corrective diet, should be reported as demonstrations. Since the ultimate goal of extension work is to improve practices, it was considered, in many States, that the demonstration was one means of getting more improved practices, since many persons would believe the results of a demonstration who could not follow the suggestions made through the spoken word or literature.

TOURS.

Each year seems to add to the popularity of the tour as a means of extension teaching. The tour is a very effective means of presenting both methods and results of desirable home practices. In addition it serves as a social event with recreational features, giving the hostess an occasion to express her hospitality. In a number of States at the beginning of the year when a given project was planned, the tour was included as part of the project development plan. Tours were taken either at points where sufficient progress in projects had been made to deem a tour desirable as a means of interesting others, or at the completion of a piece of work to observe results obtained. Sometimes, tours to observe both work in progress and work completed were planned and carried out in connection with a single project. The California home demonstration tour, which was conducted over a period of a week, began in the northern part of the State and ended in San Diego County in the southern part. This tour was outstanding as regards length of time and distance covered, and was so well planned and executed that every place scheduled was reached and left on time.

PRESS.

During 1922, press publicity was used extensively as a means of extending the influence of home demonstration work. Several States realized that proper local support could not be had if the public was not sufficiently informed, and set about making use of publicity in a more systematic way. In such States provision for regular and effective publicity was a part of the plan of work.

A column in the local paper or papers of the county regularly contributed by the agent, or a definite number of articles contributed to such papers each month, seems to be the most effective way of promoting systematic publicity. In States where the publicity has been effective, and where extension work is best known by the general public, the efforts of the county workers to prepare local news for county use is supplemented by regular contributions from the State office. These articles may be used by the agent without change or with the addition of figures or information adapting it to local conditions.

OFFICE RECORDS.

All States attempted to obtain more complete records of the improved practices resulting from demonstrations. As a result, the reported record of the spread of influence of home demonstration work is far greater than before, and in most States every record coming to the Federal office is of accomplishment by persons whose names and addresses are recorded in the office of the agent.

EXHIBITS.

Perhaps no one phase of extension work is more generally commented upon as having improved during the past year than exhibits, from the standpoint of what was exhibited, how it was exhibited.

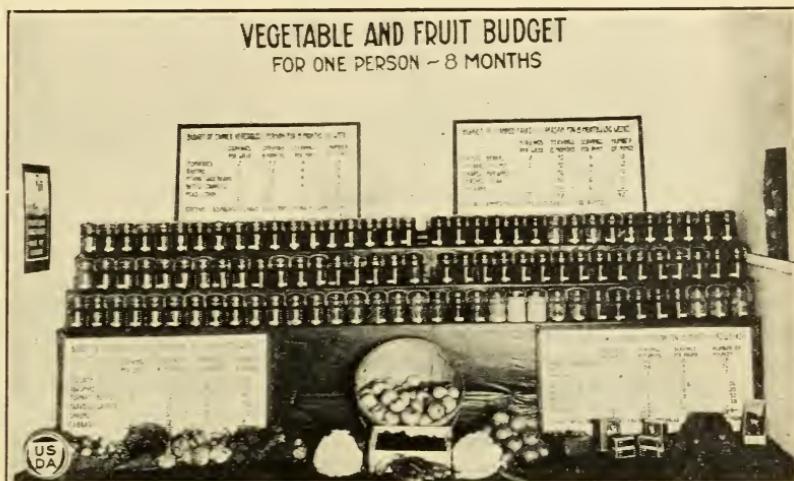


FIG. 4.—A fruit and vegetable exhibit suggesting the use of a food budget. Instructive exhibits at community, county, and State fairs were used effectively by home demonstration agents to carry to a larger number a single suggestion for improvement in practice. The preparation of a food budget, including plans for a vegetable garden and food preservation on a 12-month basis, was emphasized during 1922. As a result, in thousands of rural homes the food supply was made as adequate during the nonproductive months as during the open season. (Photograph furnished by Nebraska State Extension Service.)

rewards that were given, qualifications for judges of exhibits, premium lists, increased number of community fairs, and the type of recreative features at such exhibits (fig. 4). In practically every State the extension workers made a real contribution to the premium lists sent out by the State fair commission, and in a large number of counties the entire responsibility for the home premium list was turned over to the home demonstration agent. Public judging, which has been stressed in the past, was a material factor in improving the type of exhibits sent.

CAMPAIGNS.

Campaigns have always played a part in promoting the extension program of work, but until recently campaigns have been used largely as a means of informing the public of outstanding needs and methods

of meeting such needs. In the earlier years of extension work the milk campaigns were planned on this basis, and broad scientific truths of general application were used as the basis of such campaigns. During 1922 the campaign was used in a number of States, not as a means of introducing the project to the people of a community or county, but to stress the value of some one simple practice being generally adopted.

SCORE CARDS.

The score card as a means of extension teaching has had great prominence during 1922. The child's health, the living room, the dining room, the kitchen, family food habits, and the community as a whole in its social, educational, and economic conditions, were judged by the score-card method during 1922. The response received from the score-card method of teaching has been so great that it bids fair to be applied to many home demonstration projects.

CONTESTS.

This phase of extension teaching is not new, but was of increased importance during 1922. Some States held contests arising from campaigns that were carried on to awaken the public to certain fundamental needs. The need for better bread and better butter was realized as a fundamental nutritional need in a number of the States, and campaigns to arouse public consciousness to this need were carried on through the use of contests. A new development of contest work was adaptation of the score card for various phases of home demonstration work, contests being carried on in some States as a final phase of the scoring. The kitchen-improvement contests, and the subsequent contests in the improvement of living rooms carried on in Virginia, were significant examples of this newer adaptation of the contest idea to extension teaching.

Contests between communities, as to which scored highest in educational and social conditions, which were begun two years ago in West Virginia, continue with increasing interest. In a number of States community and county contests were held in which teams of women competed for the honor of giving the final demonstration at the State fair.

POSTERS.

Posters have been an effective means of spreading a knowledge of better practices. They have been used particularly in nutrition projects, clothing projects in line and color, and in house-furnishing projects. The reduction of the ideas conveyed in the poster to one simple practical suggestion has been generally attempted.

PHOTOGRAPHS.

Many States have made greater effort to get good photographs of project work in action and of results accomplished. One State set a definite goal for each county of a minimum number of pictures to be sent to the State office with each monthly report. The receipt of many pictures of people in action rather than photographs of groups of people "having their picture taken," is a decided improvement over previous years.

CHARTS AND OTHER ILLUSTRATIVE MATERIAL.

The sentiment is expressed that a few pieces of well-selected illustrative material reenforce and serve as a convincing conclusion to oral presentation of a subject and aid materially in carrying across the message of better practices. In projects such as nutrition, where there is less background of information, where results are not quickly manifested, and where interest is being aroused for the first time, illustrative material was found far more necessary than in projects such as the clothing project which, at least in its simple phases, can be readily visualized on the basis of past experiences.

MOTION PICTURES.

There is apparently a feeling on the part of extension workers that motion pictures have a useful place as a means of extension teaching, but it is generally agreed that there is an insufficient number of desirable films and that the best contribution that the motion picture can make is largely as a means of propaganda rather than as a means of teaching or presenting subject-matter instruction in detail. Preference, for the most part, is given to short films showing the various phases of a project rather than a long film, more comprehensive in nature.

BULLETINS.

Home demonstration workers seem to be agreed that bulletins should be used primarily in following up information previously presented orally, rather than as a means of initial presentation of desirable practices. During 1922 bulletins were seldom sent by agents to people in their counties unless the information in such bulletins was requested. Extension agents seem to prefer several small pamphlets, illustrating phases of subject matter involved, and containing several illustrations, rather than a comprehensive treatise of the general subject concerned.

SHORT COURSES.

Short courses for women and girls were held in a large number of States. This opportunity for giving rural women and girls a taste of the information which is available from their State college is, without doubt, doing much to raise standards in rural homes, and serves as a gala time abounding in recreation and companionship. The inspiration received at a short course has often induced farm girls to undertake some income-producing activity as a means of accumulating sufficient money to send them through college when their secondary training was completed.

CAMPS.

Camps as places for extension teaching, combined with recreative opportunities, have been used to advantage in giving instruction to both girls and women during 1922. The camps for girls were far more numerous than those for women. However, the deep satisfaction with which farm women entered into camp life for three to six days, gave abundant testimony to their appreciation of this type of

meeting place for extension instruction. Instruction and recreation were both part of the camp program, and the women and girls in attendance went home from such camps physically well, mentally stimulated, and spiritually inspired, believing home making to be a high calling and earnest in the desire to do their work efficiently.

PLAYS AND PAGEANTS.

Plays and pageants have been used effectively in extension teaching. To a large extent the plays were of one act and designed to illustrate the value of a single phase of home making, such as food selection. A number of worth-while pageants were written and presented by local people in several States. In addition to teaching better methods of home making they formed an outlet for the literary expression of rural people and were a means of entertainment which served to stimulate family recreation and community interest.

MISCELLANEOUS METHODS.

Window displays, slogans, handbills, and the like have also been used as devices for extension teaching, and have done their part in improving home practices.

SPREAD OF INFLUENCE.

In addition to setting goals for accomplishment, extension effort has been directed toward obtaining a greater spread of influence from all demonstrations. It was felt that if the demonstration, as carried on, proved itself to be a solution of problems common to the majority of homes of the community, greater effort should be made to bring to the attention of the community at large the results of the demonstrations. It was felt, also, that there should be developed a consciousness among the people participating in the local program of the desirability of obtaining the adoption of these same practices in a large measure by the other homes in the community, and that every means of passing on such information should be utilized.

In some counties, the agent and the people interested in the work determined the number of families in the community who could logically be expected to recognize the recommended practice as being of value. On this basis, goals were set as to the number of homes to be reached during the current year as part of a definite plan to reach a larger percentage of the homes over a period of years.

The local leader has been by far the greatest factor in obtaining spread of influence from demonstrations, and thousands of improved practices in farm and city homes have been due to the broad vision, spirit of service, and cooperation of these local women.

Several States have made special effort to reach the woman, frequently the young mother of several small children, who thinks she has not time to attend extension meetings. Her interest and attention have been gained through plays, pageants, illustrative material, circular letters, brief pamphlets, and home visits, in the hope that she will be helped with her daily responsibilities, and, later on, participate in the organized project work of the local group.

Fairs, as an opportunity for reaching those who do not otherwise know of extension work, were utilized in many States. Pamphlets,

briefly outlining the scope of extension work, its value to men, women, girls, and boys; statistics showing results obtained; and suggestions as to how people might get in contact with extension work and workers, were distributed.

COOPERATION WITH OTHER ORGANIZATIONS.

During the past year much was done to clarify and define relationships with other organizations. If the work was to be undertaken cooperatively definite plans were drawn up and the duties of each agency involved were listed. All States seem to agree that definiteness in planning cooperative work is highly desirable, since it eliminates all chance of misunderstanding or of overlooking some fundamental step in the work.

Public recognition of home demonstration work by other organizations has been evidenced in many States through resolutions, cooperative activities, and active support as a part of the duties of such organizations. The support given home demonstration work by national organizations is typified by that given by the General Federation of Women's Clubs, which has pledged itself to further the movement by organizing a home extension service division of the general federation through its applied education section. Recognition is given in nearly every report to the contribution made by cooperating organizations in developing and strengthening home demonstration work.

METHODS OF SUPERVISION.

Progress was made during 1922 in the type of supervision given from the State office to the county workers. In a number of States supervisory plans of work were made in advance for the State agent and assistants, and at the end of the year these plans were checked up in terms of accomplishment.

In addition to State agents in 48 States, the supervisory force included 66 district agents or assistant State leaders and 141 subject-matter specialists supervising work with white people, and 1 leader and 6 district agents supervising the work with colored people under the direction of the supervisory white agents.

During 1922, home economics subject-matter specialists made outstanding progress in the type of supervision which they gave to the work in the counties. Many specialists analyzed their responsibility, not only in terms of the selection of subject matter adaptable to the farm home and to the community, county, or State concerned, but suggested to the agents in the counties methods of presentation of subject matter calculated to arouse most effectively the interest of the people and create in them a desire to participate in the program of work. They also assisted the agent in making plans for obtaining the adoption of improved practices, in getting the information presented to the largest number in the shortest possible time consistent with good teaching, and in getting accurate records of results obtained.

The State staff members who use a definite supervisory plan and calendar for the year indicate that as a result of such planning their visits to the counties have meant not a general conference with the agent, but attention to certain specific phases of the work, to plans

for strengthening the same, and to any necessary follow-up work. Typical of these supervisory plans is the following from the report from Vermont:

Supervisory program for Vermont, 1922.

Item.	Days planned.	Days worked.	Item.	Days planned.	Days worked.
Office organization, records and reports:			Promotion.....	4	5
Summarization of reports.....	18	15	Subject-matter assistance.....	105	46
Leaders' reports.....	3	8	Publicity.....	36	18
Maintenance and training of personnel.....	12	23	Miscellaneous:		
Program making, planning, and organization:			Dairymen's cafeteria.....	10	15
Getting programs.....	15	17	Women's clubs.....	20	6
Correlating programs.....	10	15	Extras.....	21	18
Making leader programs.....	12	19			

MAINTENANCE AND TRAINING OF PERSONNEL DURING THE YEAR.

Much added emphasis has been given to strengthening the work of the agents already in the service through training in subject matter and methods. There has also been more thorough preparation of new agents before placing them in the counties as resident home demonstration agents.

The complexity of the responsibility of agents in the counties has made it imperative that they receive assistance from the specialists in the latest subject matter and methods of presentation. Practically every State has conducted at least one such meeting for training the agents in both subject matter and methods, either at the time of the annual meeting or at a separate conference. In many States the resident instructors as well as the extension staff assist in the training, and usually one or two outside people of national reputation are called in for subject-matter contribution. In most States, effort is being made to prepare the prospective agent for adequate service to the county by giving her preliminary training, usually one or two weeks at the State office, followed by a period of from two to six weeks in assisting some home demonstration agent who is located in a county where conditions are similar to those in the county to which the agent will be assigned.

METHODS OF MEASURING RESULTS.

Appreciation of the need of establishing some means of measuring the effectiveness of work accomplished is expressed in the reports of agents for 1922. In the earlier years results were reported with little if any challenge. During the last two years there has been a growing conviction that some standard of measurement must be established, even though it be only tentative. Numbers of meetings, numbers of people reached, and even numbers of demonstrations seemed ineffectual and unsatisfactory methods of measuring efficiency. The measure of accomplishment in terms of dollars had been applied to the results of such projects as were adapted to this means of measurement, but other lines of work were apparently without a measure of the results obtained. During 1922, agents began to realize that the dollar standard was only one means of measuring the results of home demonstration work, and it could not be made to apply to all

home demonstration projects. They realized, too, that some of the most fundamental contributions of this work to rural home life were in terms of such human values as bodily comfort, mental relaxation, personal satisfaction, and other mental and spiritual values not to be estimated in terms of dollars, hours, or numbers. It was realized that awakening community consciousness, the ability to cooperate with one's neighbors, and the "give and take" attitude developed through cooperative relationships, were results worth more than those that could be charted. Consequently reports for 1922 have recorded such tangible values as can be listed and, further, nearly every agent stresses these other values which can not be quoted in numbers, but which undoubtedly have a far greater significance for rural progress and more stabilized rural life.

That evaluation in terms of social progress must be recognized is indicated in a large number of reports. In Ohio one of the means of measuring the effectiveness of the work with adult women is the number of these women who have been willing to serve as leaders of junior club work. In some States effort is being made to determine whether practices taught one year become a permanent part of the habits of the farm home. On this subject, the report from New Hampshire says:

No money value can be placed on increased happiness and contentment in the home nor on the development of local leadership, community spirit, and confidence acquired in one's ability. These are real accomplishments, worth more than money to the women of the State.

The report from Texas says:

In an effort to measure somewhat the results accomplished we can take cognizance of only the outstanding features. But the newly awakened and widespread interest among thousands of farm girls in the study of practical home economics, the eager reaching out on the part of farm women toward the opportunities to receive practical and direct help with their immediate problems in the effort to improve their communities, their homes, and themselves as home makers, the spirit of cooperation among the club women of both town and country, the increasing desire for service, these intangible things—the greatest of all—can not be analyzed, measured, nor reported. They can only be felt.

One result of home demonstration work which should be adequately recognized in measuring results, is the large number of farm girls who, through the regular club work and the short-course work, have not only received the incentive but have actually made the necessary money to make possible a college education. In addition, a number of States report that those girls who have come through several years of training in club work are now in their young womanhood, acting as leaders of constructive movements for better rural life in their respective counties. Such a leaven of sound leadership is annually adding to its numbers from the ranks of the juniors trained by home demonstration agents, and will make a rich contribution to sound citizenship and better farms and homes in the open country.

RESULTS OF HOME DEMONSTRATION WORK, 1922.

The results of home demonstration work during 1922 include (1) the large amount of leadership developed among women and girls, (2) the large percentage of demonstrations completed, (3) the more

general interpretation of subject matter into simple practices recommended for general adoption, (4) making the demonstration prove a practice desirable for a community and securing greater spread of influence from the demonstration, (5) more and better publicity, (6) the development of studies analyzing the effectiveness of methods of extension teaching in use, and (7) the evaluation of the work in terms which recognize not only the economic value of the service rendered, but also those social and educational values which are the real basis for rural betterment, satisfaction, and stability.

Clothing, poultry, and food-preservation projects have continued outstanding as to the number of counties and communities undertaking these projects, but there is a noticeable increase in the percentage of communities undertaking work in nutrition, home management, and projects of a civic nature. While rest rooms, cooperative buying and selling associations, home industries, canning centers, and the like have always been a part of the record of the community activities of home demonstration work, the community phases of the work undertaken during 1922 reflect a greater development of social-mindedness.

NUTRITION.

During 1922 the number of counties undertaking some form of nutrition work increased greatly, the number of persons actually participating in this phase of the program being much greater than in any year before. Some phase of nutrition work was undertaken by 3,679 communities; 2,744 home demonstrations were reported for the year; and as a result, 70,450 people were reported as improving one or more of their food habits during the year.

From the standpoint of the extension worker, the improvement in the nutrition program has been marked. The production, selection, preparation, and conservation of food were considered as interdependent parts of a single project, and improved food habits were stressed as a means to greater joy in living and the promotion of health in adult and child alike.

The nutrition project has been subdivided into simplified phases, such as normal weight, corrective diets, infant feeding, feeding children of preschool age, feeding children of school age, prenatal feeding of the mother, meal planning, canning, storage, the food budget, and the garden budget. Each phase has been worked out as a separate unit of the general nutrition project. Score cards, food calendars, nutrition thermometers, height-weight charts, and other graphic means of determining the prevailing condition and growth in improved practices have served to make for a clearer understanding by local people of the need of this project, and of the contribution which it can make to health and happiness for the farm family.

Methods of teaching the nutrition project were given special attention by the nutrition specialists during the year. The results in terms of intelligent appreciation of the importance of right feeding, and in the interest of many thousands of home makers in giving thoughtful consideration to improving the food habits of their families, gave testimony to the efforts of extension workers during the year.

FOOD SELECTION.

In the nutrition project, it was recognized that food selection and preparation should be especially emphasized as the factors underlying all other nutrition work.

Corrective feeding was an important part of the nutrition work; and underweight, overweight, constipation, and other abnormal con-

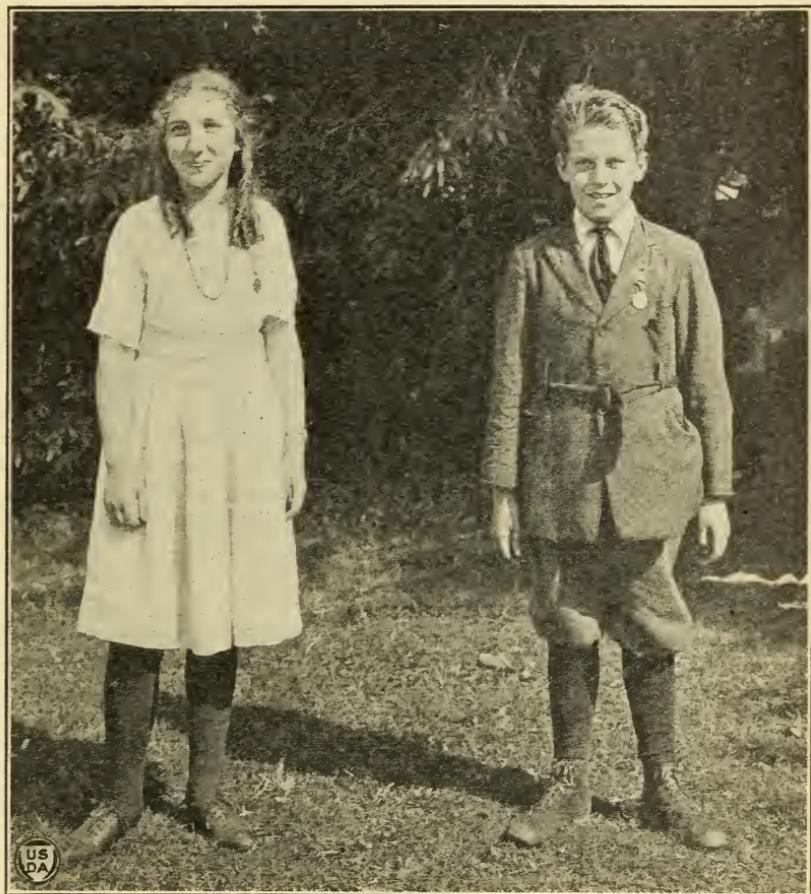


FIG. 5.—Rural boy and girl as models of good health. Proper feeding and care of children to improve their health was taught to parents and children alike, and 3,823 rural mothers acted as demonstrators of desirable food practices during 1922. More than 70,000 persons were reported as improving practices relative to food selection, production, preservation, and preparation and 11,325 as improving health habits as a result of extension work.

ditions were helped by the nutrition regimen recommended by agents and specialists.

Utah reports as follows:

Foods and nutrition are not subjects apart from the individual and should never be treated as such. Cookery, calories, menus, meals, are not units in themselves. Food is related directly to the individual, his teeth, bones, blood, weight, and posture. Our greatest success comes in weaving nutrition into a positive health program, and in pointing out the characteristic contribution

of various foods to the health of the individual. The use of a score card for health standards of the family formed a basis of the work. The first idea is the visualization of what constitutes health, and the recognition of common deviations from health, largely preventable by right living.

Michigan used nutrition stories as an effective method of teaching subject matter. All agents reported enthusiastically on results obtained by this method. The series, planned by the State nutrition specialist, consisted of eight stories on nutrition subjects, with accompanying record charts. The story was told children at the first of the month, some definite thing to be done each day and recorded on the chart being suggested. The subjects covered were: Milk, a big breakfast, vegetables, rest, knick-knacks, teeth, fruit, and three big meals. (Fig. 5.)

Score cards have been used for checking the food habits of adults and juniors alike. The New Jersey report states:

At the junior extension field meeting in June the club girls were asked to make out score cards. Score cards of food habits and of meals planned have been a popular vehicle in New Jersey for interesting people in this project. A county report reads: "As an outgrowth of the meal-planning work standards, meal-planning contests have been held. Menus are sent in from all over the county, and these are scored, usually by the specialist with the help of the women at a county-wide meeting. At the county meetings the women decide each point, the proper amount of milk to use, the amount of time spent in preparation to deserve a perfect score, and similar matters. Their decisions are, of course, based on the standards set at the preliminary project meeting."

One outstanding development in the nutrition project has been that the men have become active participants in better-food selection work. Several States report this development, and several other States show interest in these means of showing nutrition as a family project.

MEAL PREPARATION.

Meal preparation was a factor in the nutrition project which was given additional prominence during 1922. It was realized that women must be taught not only what foods to select in order that the family be well fed, but that this must be accompanied by knowledge of how to prepare those foods so as to retain the maximum of food value at a minimum of time and energy compatible with sound planning. Several States issued mimeographed sheets suggesting methods of preparing various foods. Typical of these was a sheet issued in Illinois entitled "150 ways to serve vegetables."

HOT SCHOOL LUNCHES.

During 1922, 3,472 schools began serving hot school lunches as the result of the influence of home demonstration agents. In this connection, the following method of interesting children in better food habits is reported from Plymouth County, Mass.:

The center school in Pembroke, an ungraded one-room school, held a health-habits contest. The children were divided into squads with captains. In addition, a lunch-box club was planned for the older pupils. Reports that have come in from squad captains and the lunch-box club secretary show improved food habits and a desire for more exact knowledge of what constitutes a good lunch. Scoring packed lunches was requested as part of the program.

Illinois conducted a "hot school-lunch week" and poster contest. The following is quoted from the State leader's report:

In the follow-up reports of the local leaders some interesting results are revealed. Better health and gains in weight are quite evident results. Most of the reports indicate better work and more interest in their work by the pupils. The cold lunches improved decidedly. The local leaders felt that when the work was started on a simple organized plan with nutrition menus, the right result would be secured and the work would become a permanent part of the school program.

CAMPAIGNS.

In all States "milk for health" campaigns have been emphasized. Throughout the South better-bread and better-butter campaigns were encouraged. Indiana, Ohio, and Arizona put on campaigns for the use of home-grown wheat. Campaigns similar to the "live-at-home" campaign of North Carolina, calling for one cow, 50 chickens, and a garden on every farm, were conducted under different titles by a number of States. The better-bread campaign in Georgia enlisted the active interest of more than 5,000 women and girls.

Exhibits carrying a single message of better food habits were frequent. An electrically illuminated food calendar was used in Kansas to show well-planned meals. This exhibit showed six menus, one at a time. A menu card was distributed free at this exhibit, the menus on the card appearing in the same order as those on the electric calendar.

An exhibit in Nebraska, showing an eight-months' vegetable and fruit budget for one person, is suggestive of the newer type of nutrition exhibits. The exhibit showed a symmetrically arranged collection of canned, stored, and dried vegetables and fruits. Four clearly labeled posters gave figures showing the desirable number of servings of each fruit or vegetable per week, number of servings suggested for the eight-months' period, and the total amount of vegetables and fruits to be stored, dried, or canned.

An Oklahoma exhibit entitled "Drink more milk" portrayed three applications of the theme. An illustration of children in party clothes sitting at a table was labeled "Drink milk at parties"; one of children studying in school was labeled "Drink milk at schools"; and one of children around a camp fire, eating a picnic lunch, was labeled "Drink milk at picnics."

Although during 1922, 70,450 people reported improvement of one or more food habits, it is evident that the nutrition project is just at the beginning of great development as a project in which there is interest for all members of the family.

FOOD PRESERVATION.

The economic contribution of this project to the improvement of farm-home conditions continued to be recognized in 1922. Interest in the educational phase of this project was increased through the use of the food budget, which included the necessary amounts of food to be produced, stored, and preserved for use by the farm family during the nonproducing months. Those participating in the extension program canned 5,489,546 quarts of fruit, 5,401,920 quarts of vegetables, and 1,277,526 pounds of meat. Proportionately, much more of this food was canned with reference to a more varied and better-selected diet than in previous years. (Fig. 6.)

Meat canning and curing received increased attention, one factor being that the price of beef and hogs went down, and the price of

meat on the market remained high. As a result, 16,873,044 pounds of meat and meat products were produced and preserved in the 48 States. One agent in Texas reported that 20 beeves were canned under her supervision. A minor phase of this project has been soap-making, which was carried on in many counties.

The storage of such foods as were available and could be cared for in this way was emphasized as a saving of time and of expense for equipment for the farm woman.

HEALTH.

The outstanding work in the health project has been the visualization to rural people of positive standards of health for adults and children, which inspired them to desire to attain health individually



FIG. 6.—Canning the food supply for the winter months. As a result of instruction given by home demonstration agents in correct methods of food preservation, farm women and girls in 1922 canned 5,401,920 quarts of vegetables; 5,489,546 quarts of fruit; 928,349 pounds of beef; and 69,262 pounds of poultry, thus providing for an adequate and diversified diet throughout the year and, in addition, serving to materially increase and conserve the family income.

and to obtain community sanitary conditions tending to promote health. The health project was carried on as a separate project in 17 States, with the result that more than 13,000 houses were screened, and 900 septic tanks were installed. Since in many rural communities the services of doctors and nurses are difficult to obtain, and sometimes at such expense as to be almost prohibitive, the information from the extension service as to preventive and simple curative measures and the proper care of the patient until the doctor arrives has been of distinct help to the rural people receiving such information. One health measure which has been an outgrowth of the nutrition work is the dental clinic. Such clinics have met a real need in rural sections where dentists are not readily accessible.

Many States emphasized the health phase of the work in the development of every project. The health project of Utah included consideration of teeth, mouth-breathing, eyes, ears, bone development, straight backs, diet, nerve control, relation of weight to height and age, and general practice of eating, cleanliness, and sleep.

New York has added an interesting phase of health work in its community health score card, by means of which the community may score itself, and may have a standard of desirable sanitary surroundings and conduct. The State health specialist says:

The purpose of the work of the specialist in the home in this connection was (1) to stimulate self-study; (2) to arouse interest in the community health; (3) to improve household sanitation, including (a) disposal of sewage from out-of-door toilets, and (b) the improvement of water supply; and (4) other health measures based on the statistical study.

Hillsborough County, N. H., reports:

The health project is represented by a dental clinic. The clinic serves at least three main purposes. It enables children to be given attention in their home town when otherwise they would have to be taken to a distant center at an expenditure of both time and money. It demonstrates to children the need for daily care of their teeth. It maintains in the community a better standard of health. It is a fine cooperative enterprise whereby a healing agency is brought to a number of people at a lower cost than is the case where each individual seeks this agency for himself.

CLOTHING.

The clothing project, which was carried on in a large number of counties during 1921, continued as the leading project in 1922. Clothing selection, construction, and renovation continued to be important phases of the work, and in addition, the relation of clothing to health; the improvement of line, color, and design; simplicity of decoration; children's clothing; correct corseting; proper shoes; posture; and the importance of wearing clothing appropriate to occasion and to the individual wearer, were treated.

That local women are appreciating the importance of the larger phases of clothing work is indicated by the reports received. North Carolina reports:

It is fascinating to see a plain woman with uncompromising hair, dreary clothes, and a depressed attitude, develop into a pleasing and attractive person simply by having her eyes opened to the right things to wear and the proper way of wearing them. This attitude was noticeable also in local well-dressed audiences of rural women, and in the 130 club leaders who came to the girls' short course at Raleigh in June, I have never seen better or more tasteful dressing than those girls did. At the age when exaggerations were to be expected, they delighted and surprised one by their good taste and simplicity. From hair arrangement to low-heeled shoes, they showed the training they and their mothers had had in what to wear and how to wear it.

A beginning has been made in many States during the year in emphasizing the importance of correct footwear and corseting (fig. 7).

As part of a definite effort for spread of improved practices, the clothing specialist in Massachusetts reports as follows:

It is planned that at the end of a clothing project conducted by trained local leaders, an achievement or progress meeting will be held at one central point in the country, or at several centers, which will be attended by all those women who have completed this project. This meeting will summarize the work of the project, introduce plans for other extension clothing projects, and give the women of the country a realization that they are a part of a big movement.

This will give the State clothing specialist also a chance to come in contact with the women who are carrying on this project.

Some States used the clothing work to develop local leaders and awaken them to their ability for leadership. Twelve thousand women acted as leaders in the clothing project, and after learning leadership in clothing projects, they have become willing to assume responsibility as leaders in nutrition and home-management work and community life.

In the millinery work, 57,221 hats were reported made with the help of home demonstration agents. In this work, the women participating have learned the fundamentals of selection, simple construction, adjustments, and appropriateness to costume. In consequence, this knowledge can be used in meeting the needs of millinery selection,



FIG. 7.—Local leader and group discussing corsets, shoes, and posture. Local women analyzed their own figures and defects in posture. They then studied the proper function of a corset and shoes in their relation to health, and determined what was needed to assist in correctly supporting the body to meet the demands made upon it.

construction, or renovation, season after season. New Jersey has endeavored to define the information which the majority of women need in regard to millinery selection, construction, and renovation, and to plan a limited millinery project on that basis.

Simple phases of the clothing or millinery work were used in introducing home demonstration work to counties and communities which had not yet participated in the extension program. Agents have used sound psychology, by arousing interest in matters with which the women are familiar, or in which they show interest, the agents leading them on to the most fundamental problems of home making.

Thus, while the number of improved practices adopted in relation to clothing was a real contribution to farm women, perhaps the greatest contribution made by the clothing work of 1922 was that

this project opened the way for a program of home betterment, and developed leadership among farm women as a result of their acting as local leaders of clothing projects in their respective communities.

HOME MANAGEMENT.

The home management project was strengthened during 1922, both in the number of counties undertaking the project, and in the type of work. In a number of States, this project is being developed as one which will coordinate the activities of the home into a sound plan of administration of home duties, rather than one which should include only accounts, budgets, and efficient equipment. New Jersey, Minnesota, and Arizona, particularly are emphasizing the phase of the project affecting the home maker herself, in helping her to develop better ways of standing, lifting, walking, sitting, and other activities essential in her daily work.

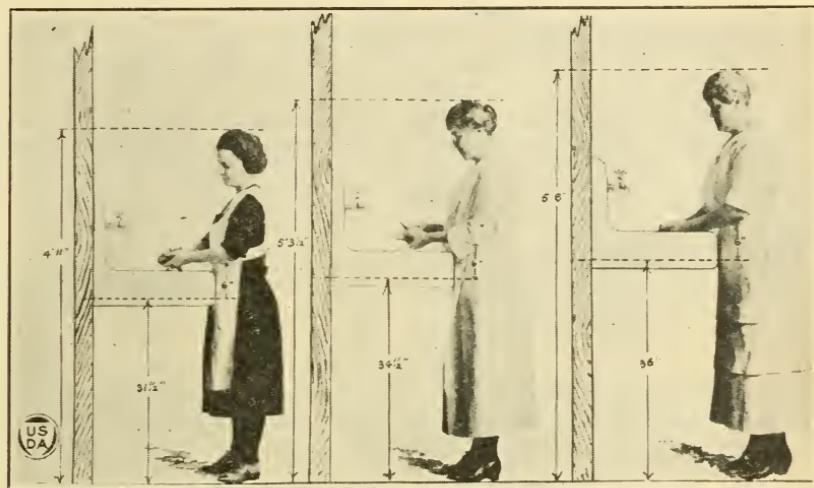


FIG. 8.—Adjusting the heights of working surfaces to meet the needs of the worker. As a help in the physical welfare of rural women, the proper height of working surfaces was widely emphasized in home-management work in 1922. During the year 44,570 women were reported as improving their practices in the management of their homes through desirable equipment, a time schedule of work, and greater economy in purchasing. (Photograph furnished by Washington State Extension Service.)

The report from Arizona reads:

At present the general management of homes is unsystematic, unbusinesslike, and frequently inefficient. There are many difficulties ahead, but we hope to develop (1) a sense of the necessity for systematic planning of housework, (2) recognition of the importance of being equipped with proper tools, (3) a knowledge of wise selection of equipment, (4) a realization that the spending of money is of as much economic importance as the earning of money, and (5) an interest in household accounting and a budget system for income.

The New Jersey extension division has added a home management specialist to its State staff, who started the project by a state-wide inventory of home makers' resources. The checking-up carried on by project leaders and community groups is to pave the way for a threefold budget of money, time, and strength. By means of score cards, the home management specialist hopes to estimate the present

status of (1) working practices, (2) working equipment, and (3) working conditions.

Home-management project work in Maryland has laid emphasis on the idea of "home making as a business." Washington State has prepared blue prints of well-planned farm homes, showing how to add to the comfort of the living and sleeping rooms. The suggestions in these plans for a clean-up room, or bathroom, just inside the back entrance show how the time and energy of those coming in from the field to clean up, as well as the time and energy of the farm woman in cleaning, may be saved. The principle of basing the height of working surfaces on the height of the worker has been emphasized in home-management work during 1922, as has been the use of labor-saving equipment (fig. 8). These two phases of home-management work have materially lessened the weariness of the home maker, and have released her from much useless expenditure of energy.

Improved kitchen arrangement and equipment received a real impetus through the kitchen-scoring contests held in many States. Of the work done in Virginia, the State home demonstration agent reports:

The special work which has attracted most widespread interest, and which is a new work in Virginia, has been the kitchen-improvement work carried on in three counties in the form of contests. A detailed report of the work in three counties will be made. I consider this the best type of work, and the most far-reaching of any with which I have been connected since I entered the extension work.

Wisconsin added laundry work to its home-management project, and her rural women received much valuable information along this line.

HOUSE FURNISHING.

Refurnishing rooms and refinishing furniture as part of a house-furnishing project have been reported by many agents. The State home demonstration leader of California reported as follows:

The work in home furnishing has followed the successful plan begun last year in San Diego County. This plan called for two actual demonstrations to be located in each center adopting the project, to be carried on by following the plans agreed upon by the demonstrator and the specialist. In almost every case the living room was the one chosen for the demonstration. The results of the project have been very gratifying. Of the 309 demonstrations started, 190 were completed, 110 are in progress, and for various reasons, 9 were discontinued. All of the counties are continuing the work this coming year with new demonstrations located and additional centers adopting the project. One hundred and seven follow-up rooms were worked on, making a total of 416 rooms which carried out some phase of the project. Rooms in 320 homes were improved. Other results included a total of 1,481 improvements made.

The State home demonstration leader of Connecticut made the following report on the furnishing and refinishing work:

This project has been of great value in many ways; namely, in restoring furniture to a usable state, in saving money, in forming a nucleus around which other improvements were made, and in establishing familiar relationships, both in the community and with the home demonstration agent.

HOME BUDGETS.

Encouraging the making of home budgets has been a helpful type of home management work. The high cost of supplies has caused

women to be interested in the careful expenditure of the income, and, in many cases, home accounts were kept for a period of a month, or several months, as indicative of the general trend of expenditure, the home demonstration agent analyzing this limited record with the home maker and suggesting changes. In a number of States even this brief record-keeping has been sufficient to indicate the outstanding weakness in plans of expenditure.

That the keeping of household accounts has been of value is attested to by such reports as the following from California:

Over 100 demonstrations were started in 6 counties, and 79 are reported in progress. In Kings County, 10 of the 19 women who completed last year's project budgeted their expenditures this year. In Riverside County, 21 women who have kept accounts budgeted their household expenditures. With the help of the farm management specialists, a one-day home-account school was held in Kings County. Fourteen women attended and received instruction in simple bookkeeping. Forty-three families are reported as changing their ways of living as a result of expense records.

PRODUCTIVE ACTIVITIES.

The productive activities developed by the extension program of 1922 were stimulated by the fact that agricultural economists urged that every farm family, as far as possible, grow its own food supply. The campaign carried on in North Carolina, with the slogan, "Live at home," was indicative of this trend.

Through the efforts of home demonstration agents nearly 4,000 cows for family use were added to stock already on farms. The need of better butter was realized in a number of States, and campaigns for improved butter production were carried on. As a result, more than 3,000,000 pounds of butter were made under the supervision of the home demonstration agent, more than 2,000,000 pounds of which were kept for home use.

Cheese making as an extension project continued to be a source of income as well as of nourishing food to those whose farms were so located that there was a surplus of milk above that consumed or marketed as cream or whole milk.

The interest in the poultry project was evidenced by the fact that 549 counties in 37 States reported poultry work as included in the program of work for their counties. The economic importance of this project, and the rapidity with which results were accomplished, were large factors in making it generally popular. Culling and co-operative marketing were conducted on a large scale. The large amount of standard-bred stock purchased, and the number of poultry houses built and remodeled, indicate that the educational phases of this project were emphasized, and that the poultry project was undertaken in many counties as a long-time project for progressive building-up of the industry.

In this connection, Mississippi reports:

Poultry was the second productive club formed in Mississippi in 1922. The growth in the poultry industry, for home and for market, has been gratifying.

In 1922, 3,126 girls and 3,359 women were enrolled for poultry clubs and egg circles. Improvement of their flocks as a result of instruction and demonstration given was reported by 7,462 other persons. One hundred and seventy-one girls and 488 women purchased baby chicks; 333 girls and 1,019 women purchased standard-bred breeding stock. The raising of 70,686 purebred chickens was reported. The total value of chickens and products sold was \$86,049.04, while the total value of chickens used at home was \$40,984.45.

Other poultry work included culling schools, held in about 35 counties, with 4,915 flocks reported as culled. Poultry-judging contests were held in nearly every county, and poultry shows and exhibits were held in connection with the community, county, and State fairs. In addition, four or five poultry shows were held in the fall of 1922. Poultry-breeders' associations were organized in 20 counties, poultry shipments were made in carloads and by express, co-operative egg circles were operated in 27 counties, and demonstration farms were established in a number of counties.

HOME INDUSTRIES.

Projects of handicraft, or of a home-industry nature have been undertaken during the year as a means of increasing the family income. Basketry, broom making, and rug making have been outstanding activities in this work, and products aggregating nearly \$20,000 in value were sold.

Many items of human interest are reported by agents in connection with this work. Through the extra income earned by means of home industries, women have been able to obtain things long coveted. In many homes, this work has served to erase some of the tragic lines of worry when prices of agricultural products were at rock bottom. In others, the realization for the first time that the product of the housewife's effort had a real dollar-value gave her a sense of pride and self esteem. The revival in the making of old-fashioned hand-made rugs and coverlets brought to new life the beauty of color and design so carefully treasured by our colonial ancestors.

Above all, the home-industry work has served to make farm women and men realize that farm women and girls are an economic factor in rural life, and that this work can add hundreds of dollars to the farm income.

LANDSCAPE GARDENING.

The beautification of home grounds was given attention in 361 counties by extension workers. Shrubs, trees, and flowers were planted, adding to the attractiveness of many farm homes. Flower planting, and the sale of flowers as an industry, were fostered on a large scale in 1922. Agents' reports glowingly commend this work.

The Alabama State home demonstration agent reported as follows:

Outstanding work has been done along the line of landscape gardening. As a result of the work started a year ago, women in 20 counties have made flower boxes, and have planted flowers, shrubs, vines, and trees, while in two counties at least plans furnished have been made use of. One sees evidence of the spread of influence from these demonstrations as one rides through the State.

Anson County, N. C., reported as follows:

Everywhere people are appreciating the greater value of well-ornamented property. Besides the money value attached to a beautiful lawn, there is the influence of refinement upon the lives of the individuals. We are beginning to realize that premises without green growing things look very cheerless and uninviting. Many homes have the driveway leading up on one side, so that when the front porch is used as a sitting room during the mild seasons, there is a beautiful stretch of green in view, unmarred by roads and paths.

COMMUNITY ACTIVITIES.

The social development of rural people, the teaching of the importance of efficient minds as well as bodies, the development of com-

munity-mindedness, have all been reported from State after State. That this work is a potent factor in stabilizing rural life, and in keeping on our farms a high type of American citizen, is evident. Typical of the many quotations which might be given regarding this phase of home demonstration work is the following from New York:

Every well-rounded home-bureau community program includes one or more projects for community improvement and development. That the women in the extension organization recognize this responsibility for service to their communities and to the county is obvious from the list of achievements included in the reports from every county home bureau. The following summarizes very inadequately the effort being made by the home-bureau units to raise the standard of community housekeeping in New York State.

Civic-improvement enterprises undertaken include the organization of libraries and reading circles, community rest rooms and centers, cemetery improvements, clean-up days, community loan chests, and equipment for the sick. Tompkins County and Syracuse City bureaus have organized and promoted thrift exchanges. Many local units have done charitable work for needy families and for tuberculosis hospitals and other institutions which needed food or clothing. The home bureau has promoted recreation in the country by encouraging "sings," recreation evenings, picnics, field days, and dramatics.

Georgia reported the following:

Features of community interest include the establishment of over 100 community rest rooms or buildings, the holding of many community fairs, the equipment of community demonstration kitchens, and the securing of community scholarships for club members to district and State short courses.

The report from Illinois says:

The range of community activities has become so varied that it is impossible to keep track of the many worthy causes that are fostered. There is no unit in the State that is not doing some sort of community work. Since the organized county has an average of 16 units, it follows that there are probably at least 300 activities of this kind.

Following is a very small list of community activities of the past year: (1) Establishing rest rooms; (2) establishing playgrounds for rural schools; (3) beautifying the rural school grounds; (4) home-bureau markets and thrift exchanges; (5) supporting community bands; (6) cooperating with community houses; (7) producing community plays, musicales, and dramatics; (8) re-creative days; (9) hot lunches in rural schools; (10) plans to make small towns more attractive; and (11) improving cemeteries.

COOPERATIVE ACTIVITIES.

Cooperative buying and selling has been reported by 82 counties. Two hundred and twenty-two buying and selling associations were formed, and a total of three hundred and nineteen curb markets, booths, and exchanges were established with the help of home demonstration agents during the year.

The following figures from South Carolina indicate the cooperative-market work done in that State, and are suggestive of what was done in a number of States:

Number of demonstrators selling standard products.....	577
Number selling directly to consumers through parcel post or express.....	366
Number of curb markets, booths, and exchanges established through influence of agent.....	38
Number of demonstrators who market cooperatively.....	614
Number of cooperative marketing organizations.....	43
Total number of members.....	682

The report adds:

In the markets throughout the State \$72,220 worth of products have been sold up to December 1, as compared to the amount of money appropriated by all counties in the State for home demonstration work, which was only \$45,500.

LOCAL LEADERSHIP.

By far the greatest accomplishment of 1922 has been the outward expression by women of that rural leadership which has been so clearly recognized by all students of rural life as the outstanding need in rural progress. In every State, farm women met with home demonstration agents and thoughtfully analyzed the fundamental needs of the farm home and of the farm community, and planned with those agents how the problems that needed immediate attention might best be solved. Many local women, once they became proficient enough themselves, aided in improving practices by giving demonstrations or talks before groups of people who desired like information. In a large number of States, farm women were selected as representatives of their local communities, and met, usually as a county-wide group, to be trained by specialists or the agent in better practices in certain phases of home making, in methods of presenting this information to others, and in securing records of results. They then returned to their respective communities, and acted as the local source of information regarding the particular subject in which they were trained. They also assumed responsibility for passing on to others the information received, and for procuring records of results accomplished in the community or township.

WORK WITH NEGRO WOMEN AND GIRLS.

There was noticeable growth in the work with negro women and girls during the year, 39 colored agents having been added in nine States. These agents have the same source of subject-matter information as white agents, and work under the general supervision of the white agent of the county. They are given general supervision by a colored supervisor, who works under the direction of the State home demonstration agent.

The program of work has included mainly food preservation and home sanitation, the latter including whitewashing of buildings, making sanitary toilets, cleaning grounds, and use of screens at doors and windows. Beautification of the grounds has also been developed among negro women in a number of States.

The large amount of work done by these agents has been very commendable. Much of the work was carried on at monthly meetings. At each of these meetings some one subject was discussed with the people by the agent and definite recommendations were made for adoption of the improved practices suggested. The subjects discussed were usually seasonal in character. A typical program of work, that of Texas, follows:

In order to keep up the interest in club work for the entire year, we decided to make a quarterly program, taking up the work in the home and on the farm at the time when such work should be done. This, we thought, would make our demonstration run like a continued story, keep the interest of all club members, and make the attendance reach a very high percentage of the total enrollment.

The following outline will give some idea of how the program was planned: January, February, and March: (1) Gardening, (2) poultry raising, (3) cookery, and food preservation, (4) home industry, thrift, and home beautification, and (5) sewing. April, May, and June: (1) Gardening, (2) cookery, and food conservation, (3) home industry, thrift, and home beautification, (4) sewing, (5) sanitation and health, and (6) poultry. July, August, and

September: (1) Gardening, (2) cookery, and food conservation, (3) poultry raising, (4) home industry and thrift, and (5) sewing. October, November, and December: (1) Gardening, (2) cookery, and food conservation, (3) home industry and thrift, (4) poultry raising, (5) remodeling poultry houses, and (6) planting of trees and shrubbery.

URBAN HOME DEMONSTRATION WORK.

Since home making is a profession that knows no rural or urban boundaries, the home makers of 10 cities recognized the value of the type of service contributed through an extension program of work and obtained financial support for carrying on this type of service. To a large extent, support was from public sources, largely as direct appropriations, or from such public funds as the community chest, or from sources such as membership fees, and such semipublic organizations as chambers of commerce.

Two distinct types of organization have developed in the urban work. In one type the work is carried on through cooperation between the home demonstration agent and other organizations in analyzing the needs of the city, and the part which each organization can best contribute in solving urban problems of individual and community housekeeping. The other type of organization is based on the development of neighborhood groups with like interests in carrying on a program of work. Both types of organizations have been effective in developing more efficient individual housekeeping, and broader social-mindedness. The latter expresses itself in the home in terms of family companionship and neighborly hospitality, and in a civic way through developing better institutions for social, educational, and economic progress among the people of the urban community.

As in the rural work, the outstanding development in the urban work among the local women has been increased efficiency in receiving information and passing it on to others. Particularly, where cities are located in counties which maintain both an urban and a rural home demonstration agent, there has been great progress in breaking down the barrier which has too frequently existed between urban and rural women. In such counties, joint effort in county-wide "clean-up" or "milk-for-health" campaigns has fostered most cordial relationships between city and country women, who served jointly on committees appointed to promote the plans. The participation of the women connected with the city work in such activities as "home-improvement week," which was carried on locally, and "better-homes week," which was national in scope, has brought methods of efficient home making to many thousands of home makers and has made a large contribution toward introducing labor-saving equipment and better methods into many homes.

Through the organized work of the cities the home makers are analyzing their problems in home making. As a result, they are learning how to better feed and clothe their families, how to utilize the family income to the best advantage, and how to use their time and strength so effectively that a minimum of time and energy may produce the maximum of results in terms of better family and community living.

The women reached through the urban work are found in all walks of life. They include the woman of means who wishes to know how

to better feed her family, the business woman who needs knowledge of short cuts in making and fitting her garments and how to select inexpensive and nourishing meals, the factory worker who needs to know the necessities for milk and vegetables in the diet; and the new Americans who require assistance in adjusting old-world habits of living to new-world conditions.

Characteristic of the diversity of service rendered by the urban agent is the following comment from Duluth, Minn.

Some particularly interesting groups have been one of deaf, another of colored, and still another of foreign-born housewives. The deaf women, with the aid of an interpreter, have been given work in nutrition and clothing. Their leader tells us that each of these women is more interested in her home making, and is eager to read articles in magazines which deal with her problems, since discussing them with the home demonstration agent.

Most of the cities have a community center as the local headquarters for their endeavors. The center serves as a place of meeting for urban home makers who wish to exchange ideas or to actually use the equipment of these centers for canning, sewing, and other purposes.

These urban centers more and more are becoming centers of information regarding the best methods of home making, and letters, telephone calls, and personal visits of thousands of home makers testify to their service to the city home.

The nutrition work of the urban agents has been of invaluable aid to individual home makers, and through demonstration nutrition classes, efforts were made to introduce milk and the hot lunch into schools.

The St. Paul, Minn., agent reported as follows:

We feel sure that one of the most gratifying results of our nutrition projects for the year is the decision of the department of education to employ a nutrition worker. This shows that the value of the nutrition demonstrations put on by the home demonstration agent in the last two years has been recognized and a large demand for the work created.

The adoption of health record cards for city and parochial schools is a real achievement, since it places the report of physical condition on a par with the report of scholarship. Principals are requested to see that these cards are signed by parents, returned, and kept on file in the school.

The work with the foreign-born continues to be an important factor of the urban work, and leaders among these racial groups have been trained so that they may take progressive thoughts to their sisters for the development by them of an efficient and satisfying life in America. Through such leadership, they are taught such standards as American life has to contribute to the best they have brought as their old-world heritage, and in turn, to give their contribution for incorporation into American standards of living. The interest of the foreign-born in this work is indicated by the following from Spokane, Wash.:

In many instances foreign women adopted American ways. This was particularly true in the dressing of the family, and in marketing. The most interesting activity undertaken was the "New Americans" exhibit. The different nationalities were represented. Here they brought their most precious belongings, which they had brought from the "Old Country." This display was pronounced the most unique and interesting ever shown in Spokane.

Greeks, Norwegians, Japanese, Russians, English, Irish, Guatemalans, Peruvians, Italians, Austrians, and French vied with each other in making their display a success.

Besides giving direct service to home makers, the home demonstration agents have guided urban groups into desirable civic activities, and have acted as advisers to other agencies in the cities having limited spheres of contribution to home life, thus making a large indirect contribution toward better civic conditions. In every city the agent carried on joint projects with representatives of one or more organizations, thus helping to improve local conditions. In Syracuse, N. Y., the agent carried on cooperative undertakings with 27 organized agencies.

The development of a woman's exchange, as a part of the urban home demonstration work, has been of great value, not only as an economic benefit to the consignee but as a means of improving the standard of products offered for sale. The Syracuse, N. Y., agent reports:

It has been proved that Syracuse needs an exchange, and the quality of goods now on sale at the exchange makes consignors bring their work up to standard. The food department was particularly trying, as many women had the idea that anything homemade must be good and worth a high price.

Rest rooms, "milk-for-health" campaigns, and assistance in training urban teachers and teachers from parochial schools have also been factors in this service to urban life.

The urban agents are being recognized as a vital force in all movements for social betterment in city life, and most of them are serving on many committees looking toward improving individual house-keeping, and civic improvement.

SUMMARY.

The home demonstration work of 1922 made outstanding contribution to the improvement of farm-house and rural-community conditions. Helpful service was given to thousands of homes and communities in bettering practices of home making, in improving standards of living, and in developing a thinking leadership among rural people. The addition of 102 new home demonstration agents during the year testifies to the practical service such agents are rendering, and to the appreciation of the helpful character of their work by the people they serve. In 1922 many more farm women and girls than heretofore were influenced to improve their methods of home making, owing to the increased use of local leaders in various phases of the work and the systematic development of such leadership by the extension service. As the result of home demonstration work, 925,543 farm women and girls are reported as having improved their methods of home making as related to feeding, clothing, and otherwise caring for their families, having developed ways of adding to the family income through home activities and industries, or having contributed to the betterment of community conditions and living. Without question, home demonstration work in 1922 accomplished much toward making American farm homes more comfortable and efficient, and developing a cultural and social farm life which will make farm life more attractive and satisfying to every member of the farm family.

Your committee (the committee on Agriculture of the House of Representatives) commends to the especial attention of this House that feature of the bill which provides authority for the itinerant teaching of home economics or home management. This is the first time in the history of the country that the Federal Government has shown any tangible purpose or desire to help the farm woman in a direct way to solve her manifold problems and lessen her heavy burdens. The drudgery and toil of the farm wife have not been appreciated by those upon whom the duty of legislation devolves, nor has the proper weight been given to her influence upon rural life. Our efforts heretofore have been given in aid of the farm man, his horses, cattle, and hogs, but his wife and girls have been neglected almost to the point of criminality. This bill provides the authority and funds for inaugurating a system of teaching the farm wife and farm girls the elementary principles of home making and home management, and your committee believes there is no more important work in the country than this.—*Extract from speech of Hon. A. F. Lever in presenting Smith-Lever Bill before House of Representatives.*

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